

# MERCATOR:

O R,

## Commerce Retrieved,

B E I N G

### CONSIDERATIONS on the State of the *British* Trade, &c.

From Tuesday, March 30. to Thursday, April 1. 1714.

*What Branches of our Trade the French are, or are not, our Rivals in, farther Examined into. They are not our Rivals in their own Manufactures, but we are their Rivals there, as in Silk, Paper, Linen, &c.*

*We have quite beaten them out of some of their ancient Manufactures, as of Wrought Iron, Wrought Glass, Hats, Gloves, &c.*

*Wrought Silks we Rival them in to such a Perfection, as that the Duties which are to remain by the Treaty being preserved, there is no reason to fear our losing that Manufacture again.*

*The French do not Rival us to any degree worth Naming in the African and East-India-Trade. The Dutch now buy our East-India-Goods at the Sale, and send them to France, which Trade ought to be our own.*

*They do Rival us in our Woollen-Manufactures and Shipping. The Reasons of it, and the way to prevent it.*

**T**HE present Enquiry is in what Branches of our Commerce the French are, or are not our Rivals.

That they are not our Rivals in our Silk, Paper and Linen-Manufactures, is explain'd in the last *MERCATOR*, and that on the contrary we are their Rivals in those Manufactures; and the *MERCATOR* lay'd down this as a Maxim, viz. That take Trade in general we have made much greater Encroachments on the French Manufactures than they have on ours.

This is evident in that we have quite beaten them out of some of their Manufactures, not only as to their Sale here, but in other Countries, nay even in their own; so that some of those very Goods which we bought of them formerly, they buy of us now: For Example, Wrought Iron, such as Cizars, Razors, and all kinds of Edg'd-Tools, of which formerly the French were esteem'd the best; also all kind of Toys of Wrought Iron and Brasses, viz. Locks and Keys, Clock-work, and the like, of which formerly great Quantities were brought from France into England, Sheers, &c. now the French buy them from us. The like is to be said of Glass-Wares, as well small Glass-Ware as Plate-Glass, and of which we send great Quantities now to France it self; whereas formerly we bought all our own Plate-Glass from France or Italy. And as to our Window-Glass, or Crown-Glass we had it all from Normandy, and now we make it all here. The same thing is to be said of our Hats and Gloves.

Come we next to our Wrought Silks; what a Perfection we are arriv'd to in our Broad-weaving, every one knows? Nor can the French ever break in upon us again, tho' the Treaty of Commerce takes off some

Duties, because so many remains, that the Difference will be too great for the Market to be open to them, and our Advantages too many to be out done by the French, which the Mercers themselves have acknowledged.

And were the Dutch but to leave off the putting Allamodes and Lustrings upon us by private clandestine Trade, we should have no reason to fear their being brought in upon us by the French, even the Weavers themselves acknowledged, that the Duties on French Allamodes and Lustrings, as left on by the Treaty, were sufficient to stop their Importation, and Judicious Men are of like Opinion as to the other Wrought Silks: But if no Act of Parliament were to pass till the Crowd and Clamours of every Opposer were put to Silence, we might very well suppose Trade should obtain no Establishment at all.

It is not sufficient therefore for a single Opposer to say, The Duties left upon these Goods in which we imitate the French are not sufficient to check the Importation, seeing it is the reason of the Case, and the Judgment of Parliament which must determine those Questions. We say it is sufficient, and there seems to be such Reasons to prove it, that cannot be withstood but by Clamour and Violence. This the Opposers know, and therefore Clamour and Violence they flie to, and indeed they have improv'd it to the utmost.

It is pretended by some, that the French are our Rivals in the African and East-India Trades.

In the African Trade, they are able to do so little as is not worth the Name of a Rival, unless our supine Negligence in that Trade continues to give it up to every



every one that will take a share of the Spoil. It is true, this has been too much the Case, and we have seem'd to cast away that Trade from us for any one to take up that pleases: But if we please to open our Eyes and see the Interest of our Country, and but manage the African Trade as it ought to be, we need not be anxious about what the French can do to us in Africa.

It is indeed something mysterious, that the very same People who are against our Opening the Commerce with France, are the Men who have all along oppos'd the Establishing the Trade to Africa in such a manner as alone would preserve it from the French; so that where they complain of French Encroachments on one Hand, they are the Men that have betray'd our Commerce to French Encroachments on the other Hand, of which the African Company are a Melancholy but unanswerable Testimony, as in its time may appear.

As to the East-India Trade, the French have ever done a little in it, but never any thing considerable; Nor are they able to do any thing there so considerable as to give us any just reason to be uneasy, having no Settlements in India, or Factories there sufficient to carry on any considerable Trade.

But were it true, that the French were pushing into the East-India Trade with any Prospect of encreasing it, this does not relate to our present Treaty of Commerce either one way or other, or to the Argument in Hand, for this they did before the late War, as much, or perhaps more than ever they have done since.

And notwithstanding all they can do that way, and all their Prohibitions of East-India Goods, we see the Dutch run vast Quantities of East-India Goods into France, even now, when we, by our own Party Obsinacy, endeavour to shut our selves out of it.

And this is manifestly the Reason why the Dutch, since they have had the French Trade and we are excluded, have bought such a prodigious Quantity of Calicoes, Muslins, East-India Silks, Tea and other Goods here in England, as the like was never heard of before, for till now their own Importation of these Goods supplied them for all their Demands, both for foreign Commissions and home Consumption, nay, we have usually had great Quantities of Tea, fine Muslins, and other Goods privately brought in from Holland, whereas in Four Days, since the last East-India Sale began, there have been Exported to Holland from London the following Goods;

93313 Pieces of Calicoes and Muslins,  
10263 Pieces of Silks and Stuffs mix'd with Silk or Herba,  
17645 lb. weight of Tea;

Besides China-Ware, Coffee and Drugs.

If any Man should Question whether the Dutch buy these Goods for France or no, they may, upon the least Enquiry, have Satisfaction in that Point; but, in the mean time, let them tell us, what but the opening such a new Trade can make such a new and sudden Demand, which we do not find the Dutch had before? Nor has there been any stop of the Importation of those Goods on their Side, their East-India Ships have come duly home, and the Quantities of Goods they brought have been as large as ever. They have opened no new Commerce but that of France, and it is plain all these Goods are bought by the Dutch to send to France: Why we might not have sent them Ourselves, and have had the full benefit of our Trade, that is a Question for our Preservers of Trade to answer, if they can.

We now come to what the French do really Rival us in, and, as well as they can, make Encroachments upon us by; And this is principally,

- (1.) In our Woollen Manufactures; And,
- (2.) In our Navigation.

What progress they have made, by what means, and under what Discouragements and Encouragements, and how we ought to act to prevent it in both these, is the present Case before us.

That the French, as well as they, are able, do invade our Woollen Manufactures, and by their Industry and our National Madness, have made too great a Progress in those Manufactures, is not only granted to be true, but was never denied by the *MERCATOR*.

But the *MERCATOR* contends, that this neither could have been done without the most unaccountable Folly on our Side, by which we have in a surprizing manner been Agents in our own Misfortunes, have put our helping Hand to the Industry of the Enemy, and have assisted them, in a most unnatural manner, to make those advances which they have made in the said Woollen Manufactures, nor, which is still more provoking to think of, can it continue to the Advantage of the French, unless we continue to act with the same preposterous Councils and Measures as we have done, for their Encouragement.

These unaccountable Measures of Ours, by which the French have raised their Manufactures to such a degree, are as follows:

1. Our foolishly prohibiting our own Trade, and, contrary to the Nature of the thing, refusing to let our own Manufactures go into France, even while they were allowed there, where, by their Goodness and Cheapness, they would have always been a Discouragement to the French in the Infancy of their Undertakings, and would consequently have prevented the Improvements they may since have made.


2. Our continuing on the most trifling ill-grounded Pretences, to refuse the extending our own Manufactures, and letting our Woollen Goods be admitted into France, where the Duties upon them are now, by the Treaty of Commerce, to be reduced to Ten per Cent. except on Broad-Cloth and Serges only, and which admitting of our Goods, if it were suffered to take place, would soon sink and confound the French Manufactures, as appears by the Demand there is now in France for our Manufactures, notwithstanding the intolerable Duties of Ten per Cent. which are now upon them.

3. The continued open carrying of Wooll into France, both from Britain and Ireland, which, if it could be once effectually prevented, would be a Mortal Wound to the French Manufacturing.

These are the ways, and these only, by which the French are made our Rivals in the Woollen Manufactures; and the *MERCATOR* affirms, that till these are removed they will Rival us, and that the removing these Causes is the only way to prevent it.

### From the Custom-House.

Exported to France in Four Days,  
March 19. to March 23.



200	Goads Cotton
12	Spanish Cloths
52	Stuffs
2	Minikin Bays
3 C.	Wrought Iron
1 C.	Haberdashery
1	Clock and Case
56 lb.	Wrought Brass
15176 lb.	Cotton Wooll
9 C.	Ox Hair
5 C.	Books
18 Ton 4 C.	Block Tin
28 Fodder 5 C.	Lead
5 Ton 15 C.	Allom
4 Ton	Fustick
4 Ton 15 C.	Corants
2 Ton 15 C.	Copperas
309 Gallons	Canary
1403	Glass Bottles
10800 lb.	Virginia Tobacco
10 Ton	Nicoraga Wood
3 Ton 6 C.	Logwood
2 Ton 2 C.	Cheese
100 Firkins	Butter
250 lb.	Painters Colours